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BLAMES BOYCOTT ON AMERICAN DEALERS

Consul-General Mitchell Believes Chinese Friendly

"That the boycott against American goods in the coast cities of China was helped along, and partially organized by the American dealers business in the country, I am convinced," was the startling statement made last night by Consul General Mason Steele in an address before the members of the local Chamber of Commerce yesterday.

"The Americans did not start the boycott, but they certainly helped it along," continued the speaker. "Many of them were engaged in manufacturing goods with which imported articles came into competition and they took advantage of the opportunity to create a demand for their articles. As a whole, the boycott stood for very little as far as the Chinese were concerned."

Mr. Mitchell gave it as his opinion

that any lack of success on the part

of American manufacturers trying to

introduce their goods into China, be

due not so much to hostility on the

part of the Chinese as to a lack of

proper methods on the part of the

manufacturers or the selling agents,

said he: "Now, in order to introduce

goods into China two things are nec-

essary. The Chinese buyers are not

acquainted with languages, our en-

toms or our goods and it is necessary

to show the good themselves if busi-

ness is to be done. A man must go

into the country and exhibit the goods

he wishes to sell. It is no use sending

price lists and catalogues to the Chin-
ese buyers and expect them to write to

them. They want to see the goods

themselves and when they see them,

if the value is apparent, they will buy.

"The Chinese are as quick to grasp

a good thing as anyone. There is a

strong preoccupation in favor of Amer-

ican goods in China, and as a matter

of fact, the buyers in both China

are anxious to buy, but they want to

see the goods first, not pictures in cat-

alogues. The consuls cannot act as

agents. If it is necessary to send out

representatives with samples among

our own people, how much more nec-

essary it is to send out representatives

with samples in working up a foreign

trade."

That the difficulty to be experienced

by Americans and Europeans in trav-

eling through China has been greatly

exaggerated, Mr. Mitchell believes.

He particularly called attention last

night to the fact that within the past

few years, a large number of young

Chinese have been educated in this

country and Europe and that, in con-

sequence, throughout the empire there

are scattered men who not only under-

stand Western methods and ideals

thoroughly, but are also heartily in

sympathy with them.

Nevertheless, Mr. Mitchell fears

that, in case of another revolutionary

uprising, the foreign residents may be

the first to suffer, owing to the popu-

lar belief that they are all wealthy.

This belief will, he fears, lead the radi-

cal to attack their places under cover

of warfare and self-preservation.

The callousness of the Chinese

toward human life is concerned, with

another point directly upon the speaker.

He cited several incidents to prove

how cheap are human beings in the

"Flower Kingdom," ending with the

remark: "One of the disagreeable things that

I found in Chinkiang was the fact

that the execution ground was just be-

hind the American consulate. In the

narrow street. It is not nice, when

you want to go out, to be forced to pass

over freshly decapitated bodies.

Referring to the forging of Ameri-

can trade marks, Mr. Mitchell said:

"Some time ago our government

asked that an investigation be made

to ascertain what American goods and

trademarks were being imitated among

the goods sold in Szechuan. I investi-

gated and found that Florida water,

labeled as Murray & Landau's, but

which didn't smell like theirs, was being

sold; American soaps were being

imitated; cheap stuff was found with

Colgate's labels imitated; Burden's

condensed milk was imitated; and the

British-American company's cigarettes

were found on sale, the original pack-

age and papers being taken out and an

inferior tobacco substituted. After

hearing that address in the Commer-

cial Club the other day I hate to say

what nation was doing this, but it

wasn't Chinese nor any European na-

tion, but one nation was doing it all.

"At one time I detected a Japanese

merchant substituting cheap Russian

kerneles for American, putting the

cheap oil in Standard Oil tins. I had

him arrested and he was turned over

to his consul for punishment. He was

released without anything being done.

A Chinaman, caught doing the same

thing, got one hundred with the han-

guo and was fined ten taels."

Mr. Mitchell ended his remarks by

assuring his hearers that his investi-

gations had led him to believe that, as

a whole, the better class of Chinese

are decidedly favorable to foreigner

and welcome the introduction of goods

of American manufacture.

Percy Hauner, director of the New

South Wales Intelligence Department,

gave a short talk on the